

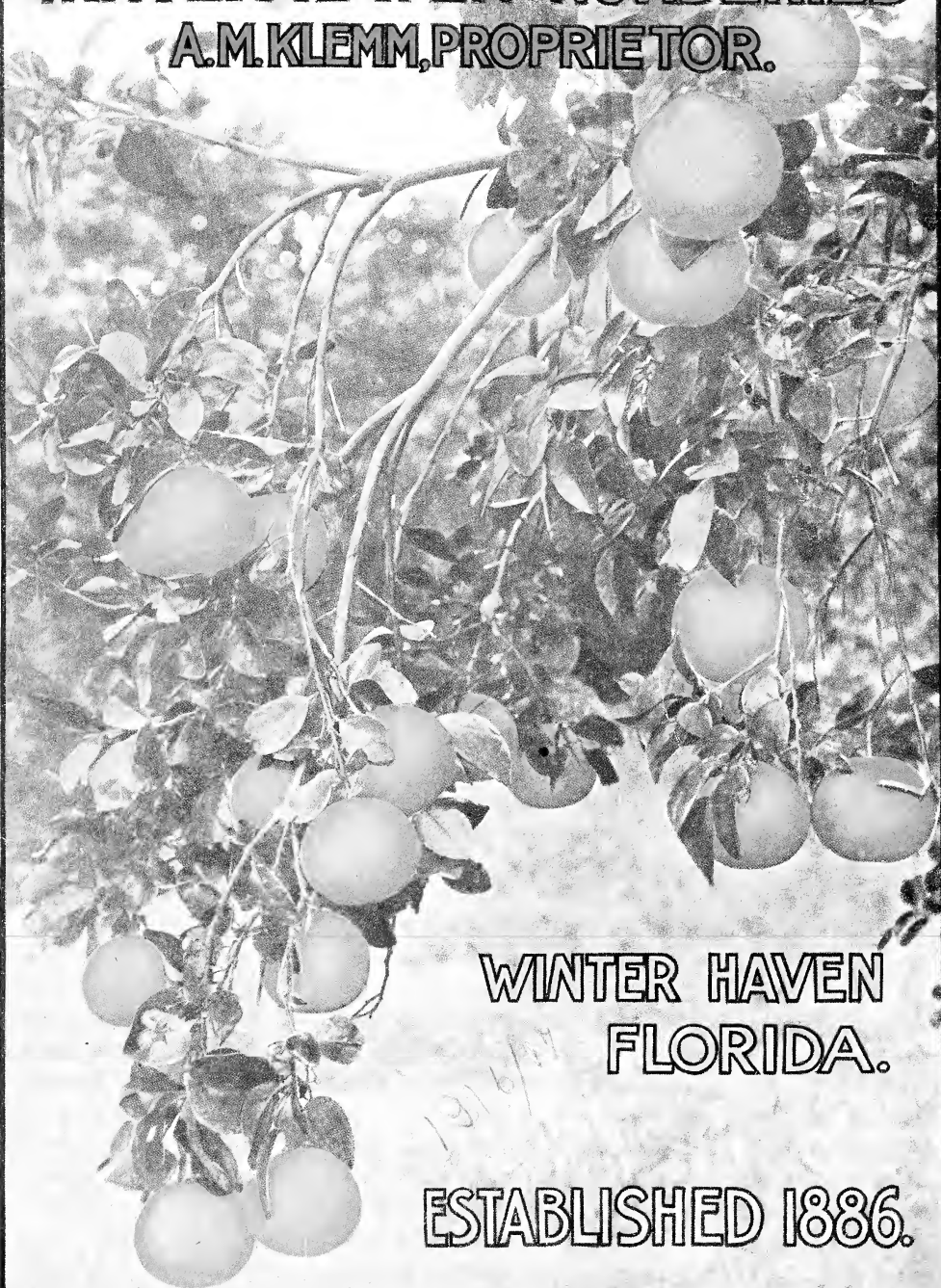
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# WINTER HAVEN NURSERIES

A.M. KLEMM, PROPRIETOR.



WINTER HAVEN  
FLORIDA.

1916/17  
ESTABLISHED 1886.







## FOREWORD

This booklet is designed to acquaint you with the WINTER HAVEN NURSERIES, of Winter Haven, Florida.

It is not intended to be a text book on citrus culture, nor, on the other hand, a mere price list, but a concise, authentic presentation of facts that should prove of interest and value to every prospective purchaser of citrus nursery stock.



Residence and Office of Mr. A. M. Klemm, Proprietor of the Winter Haven Nurseries, Winter Haven, Fla.





## FOR YOUR INFORMATION

WINTER HAVEN NURSERIES were established in Polk County, Florida, thirty-five years ago by Mr. A. M. Klemm, and have been under his personal direction and management since that date.

**Established  
Thirty-five  
Years**

The highland lake region of Polk County has long been recognized as ideal for the propagation of citrus nursery stock and Winter Haven is the hub of the industry in this State.

Mr. Klemm was the first of the successful nurserymen in Florida to appreciate the advantages of the Winter Haven section, and while today there are other large and successful nurseries here, ours was the first established, and it is only reasonable to assume that it was the success of the Winter Haven Nurseries that led others to follow in our footsteps.

**We Lead  
Others Follow**

The soil is a deep sandy loam which produces a vigorous healthy root system, and builds up a tree that, when transplanted to other soils and given the proper care and attention, will thrive and become a profitable bearing tree.

The methods employed in the propagation of citrus trees, as advocated by the various nurseries widely differ. In reading over literature



Valencia Orange Tree—Four Years Old

**Advice  
Confusing**

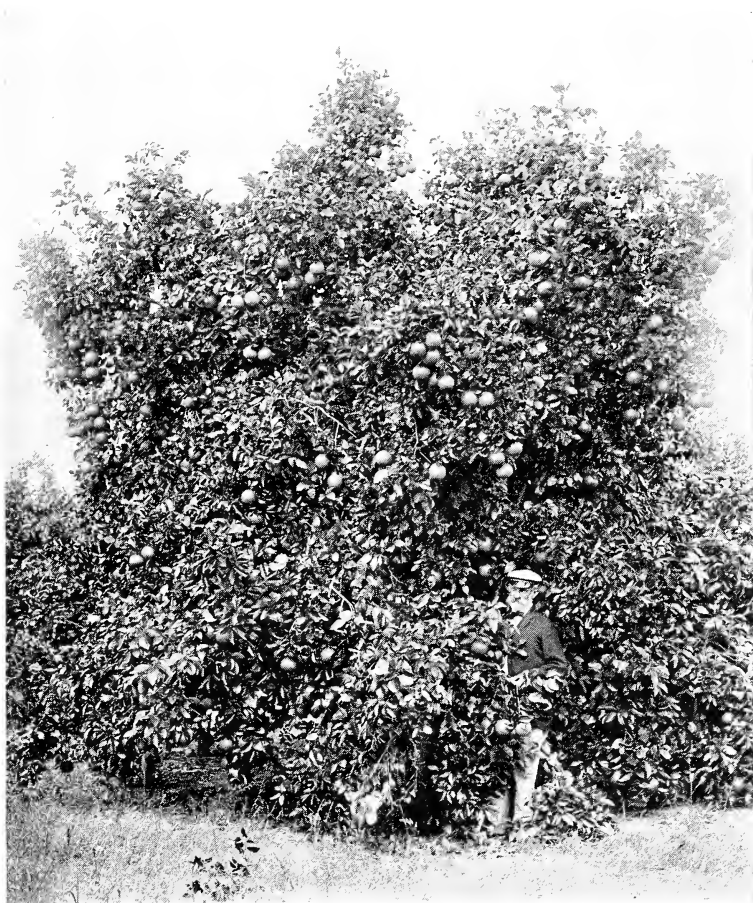
on the subject the prospect in search of reliable and authentic information is very apt to become sadly confused. He finds the statements of one concern conflict with those of another relative to the same subject. He is told that such and such a course must be followed to insure success, only to find in the literature of another concern statements absolutely contradictory, advising him that such a course would be nothing short of folly and would lead to inevitable ruin.

It is our desire, as far as possible, to make this catalogue one that rings true in every particular; one that can be relied upon and safely followed.

# WINTER HAVEN FLORIDA

In view of the fact that conditions as to soil and climate differ to a great extent all over the citrus producing sections of the State, it is utterly impossible for any one to lay down a set of rules or map out a universal method to be employed in setting out a new grove. Different soils demand different varieties budded on different stock; some require grapefruit or rough

Conditions  
Differ



Klemm's Silver Cluster Grapefruit Tree

# WINTER HAVEN NURSERIES

lemon, others sour orange stock. Trees that will become heavy producers in one section might fail in others, and for this reason we will make no attempt to advise you in this booklet, but urge that you write, giving us a description of your land, its location, type of soil, and we will be in a position to render advice as to the varieties and stock best adapted to your location.

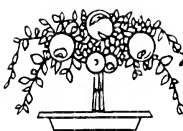
**Let Our  
Knowledge and  
Experience  
Guide You**

That we are thoroughly capable of doing so is proven by the fact that we have spent a lifetime in the study of Florida soils and conditions. Winter Haven trees will be found in every section of the citrus belt, years of experience have taught us what varieties thrive best in each and every section, and we can proudly point to bearing groves all over Florida that are the result of our guidance.

With the establishment of the citrus industry on a commercial scale, the man who engages in the growing of citrus fruits for market becomes a business man in every sense of the word. Therefore, let us look at it from a business standpoint.

**Permanent  
Proposition**

The experimental stage in citrus fruit culture has passed. The grower who enters the field to-day does so with but one object in view, and that is the development of a business from which he will receive dividends and from which his children and their children will receive dividends in the years to come. It should be understood in the beginning that a citrus grove is not a temporary proposition, but permanent and lasting, and as much care should be exercised in laying the foundations for this business as for any other.



## BUILDING A PROFITABLE CITRUS GROVE

Let us consider the steps necessary to build a profitable and paying citrus grove: The first consideration, of course, is the selection of a proper location for such an enterprise. There are but two localities in this country adapted to the culture of oranges, grapefruit and other varieties of citrus fruits on a commercial scale. These are Florida and Southern California. Both have their good points, but the advantages

The  
Location



Pineapple Orange Tree—Four Years Old

of Florida are so marked that men of experience and keen judgment have predicted that before many years this State will control the bulk of the citrus fruit produced in this country, and by reason of her steady increase in quantity and quality of fruit produced, methods of marketing, packing and handling, and through educating



the public to these facts, will establish a place for herself in the world market far beyond that of her nearest competitor.

**Florida  
Conditions  
Ideal**

In many ways the Florida orange is far superior to those produced in other sections. Its juice content is almost double; its flavor unsurpassed, for her soil and climate work in unison for the development of perfect fruit. As for grapefruit, Florida already controls this market. Conditions are ideal; nowhere else is grapefruit produced that equals Florida's product in juice content, delicious flavor, texture and quality bearing fruit.

**Proximity to  
Markets**

Florida is in closer and easier touch with the world's largest markets than any other producing section. These markets as yet have not been scratched, and as the buying public are educated to the daily use of citrus fruit, the possibilities for the industry are unlimited.

**No danger of  
Over  
Production**

There has been talk of over-production, but the mere idea is ridiculous. If every available acre were planted to citrus fruits, the supply would not and could not meet the demand that educational advertising would produce for it. People can, and are being educated to use citrus fruit more and more, and as the market demand increases, as it is steadily doing to-day, the source of supply must increase with it.

Twenty-two years ago the Florida citrus crop of six million boxes was marketed at prices entailing losses to many growers; since that time the steadily increasing demand for our oranges and grapefruit has steadily absorbed our last years' crops of over ten million boxes at prices highly remunerative to the producers.

**The  
Vital Step**

After having selected your land, the next step is to prepare it for cultivation. It should be properly cleared, plowed and harrowed. Then you are ready for the vital step that will mean

# WINTER HAVEN FLORIDA

the success or failure of your undertaking. This is the selection of the proper nursery stock best suited for your location and your soil. The judgment that you exercise in this regard will be felt for years to come. The trees you plant are the foundation upon which rests your future profits, and if the trees are not adapted to your soil or not budded upon the proper stock, free from disease, carefully selected from parentage stock of known and proven bearing quality, you are sadly handicapped.

You may decide upon the variety of trees you desire and know the variety you select is the one most suited to your land, and you may particularly specify such trees in ordering them from the nursery you decide to patronize, but beyond this you are helpless. You are at the mercy of the nurseryman, and you have but his word that four years hence your trees will be exactly those you had in mind when you made your purchase and not another variety altogether, or perhaps, a mixture of several varieties which might be altogether unsuited for your location and soil.

**A Grave  
Danger**



Klemm's Silver Cluster Grapefruit Grove—Twelve Years Old



**Our  
Operations  
Limited**

The only living man that can tell you what variety a tree will be when it matures is the man who himself has budded that tree. In full realization of this fact, Mr. A. M. Klemm, of the Winter Haven Nurseries, has for thirty-five years never permitted his business to develop to such a stage that would prevent his giving this vital matter his personal attention. Because of this fact are the Winter Haven Nurseries enabled to give a broad and sweeping guarantee, such as is issued by no other nursery to our knowledge. It enables us to give a guarantee that every tree you buy from the Winter Haven Nurseries is absolutely true to name, that it is free from every pest and disease, that it surpasses all others in development of its vigorous, healthy root system, that it will live and thrive when transplanted to soils of other sections if it is the tree we have advocated for that soil.

## **OUR GUARANTEE**

**Backed by  
Years of  
Experience**

It has been wisely said that the only guarantee really worth while is the one that is unnecessary, and we are proud to say that ours is of this nature. For all these years Winter Haven Nurseries trees have been planted throughout the citrus section of Florida. There may be a dissatisfied customer among the many hundreds that have patronized our nurseries since they were established, but if there is, we do not know of it. The rigid guarantee that accompanies each Winter Haven Nurseries tree is still to be tested, but this fact should not lead one to believe that the guarantee is not valid. On the contrary, is it not reasonable to assume that such a remarkable past record would strengthen it tenfold to-day? This guarantee is backed by thirty-five years of successful nursery experience, hundreds of satisfied customers and thousands of productive, profit bearing trees. Monuments to our ability and success, our reliability and honesty stand in the form of bearing groves, and the testimony of sue-



# WINTER HAVEN FLORIDA

cessful growers is our strongest talking point. By such merit would we be judged rather than by any statement we should make in our literature. It is not a difficult matter to influence a prospect by printer's ink and attractive illustrations, but the wise man is he who is convinced by what he sees in the form of results rather than by what he gathers from hearsay or literature, and it is to the man of keen judgment with the ability of reasoning for himself that we make our appeal, for we know that if he will investigate our claims, he will find we have been very modest in presenting them.

Thinking Men  
Buy  
Klemm Trees



Klemm's Silver Cluster Grapefruit Tree—Four Years Old



**The  
Next Step**

After having selected the variety of trees budded on the proper stock to best suit your needs, and being reasonably assured that they are true to name, having purchased them from a nursery whose record for honesty and reliability has never been questioned and a nursery that is endorsed by hundreds of successful growers who themselves purchased the foundations of their groves from this nursery, you are ready for the next step in the development of a profitable, bearing grove—the planting of the tree.

## **CARE AND CULTIVATION**

**Distance  
to  
Plant**

On rich hammock land trees should be planted thirty feet apart; on pine land, such as we have at Winter Haven, twenty-five feet apart. Experience has taught these distances to be most satisfactory. This will give you seventy trees to the acre. Many planters set their trees twenty by thirty feet, which is an excellent distance, but every one must suit himself in this regard. Square planting has been found to be the most convenient, as it will permit the working of trees in every direction.

**Care in  
Handling**

In planting trees, and in distributing them to the places of planting, every care should be taken to see that the roots are not exposed to the sun and wind. Do not blame the nurseryman for the harm done in the careless and thoughtless handling of nursery trees he has delivered to you in the prime of condition. Take the trees as you need them, from the package in which they arrived, wet the roots well, wrap them up in a damp covering from which remove them at planting.

**Planting  
Trees**

Holes about four feet wide should be dug, placing the top soil aside for future use. Place across the hole a 5-foot strip, notched in the center to show the place of stake and center of hole. Place the tree straight in the hole. Work tap roots into opening of the stake, and trunk, fitting the notch on side of planting board. The dirt

# WINTER HAVEN FLORIDA

line on trees just on under side. This will place your tree in the proper position, not too high nor too low. More trees fail to grow on account of too deep planting than from any other cause.

Spread out roots well into natural position. Don't let them bunch in a mass against the tap root. Cover well with top soil you previously laid aside, working soil well around the roots. Apply a pail or two of water, which will settle the soil well amongst the roots. Then fill up soil to the level of hole.

**Avoid  
Bunching of  
Roots**



**Klemm's Silver Cluster Grapefruit Grove—Fifteen Years Old  
Forty and Forty-five Boxes Per Tree**

Care should be taken to thoroughly tamp down the soil, holding the top of the tree straight. Sprinkle a pound of good tree grower or vegetable fertilizer around each tree, lightly working it into the soil, but do not mix any fertilizer into the hole with the soil used for covering the roots, for these roots are very tender and might easily be injured or killed by such a practice.

**Fertilizing**



#### Watering

After planting is finished, draw the soil around the tree in a bank about four inches high and five feet wide. This will keep the ground cool and the roots moist. If the weather is dry and hot, trees should be watered every ten to fourteen days, or as often as they show the need of water. Remove the soil around the trees, forming a basin about three feet wide, apply a pail or two of water and replace the soil. This practice should be continued until the rainy season takes care of the tree. Then the bank around the tree should be leveled and another pound of fertilizer applied. Watering should be continued during the dry part of the second season.

Now your grove is established. All that is necessary is the proper care and attention to bring your trees to a profitable bearing stage. While trees will begin to bear the third or fourth year, they have not reached their maturity until the fifth year.

## COST OF PRODUCING A CITRUS GROVE

As a prospective grower, you are naturally interested in the cost of producing a grove, and for your information we will give you a fair and conservative estimate on the cost of producing a ten-acre grove:

#### First Year

Cost of ten acres of land.....	\$1,000
Clearing and plowing .....	250
Seven hundred first-class trees.....	525
Planting cost, 10 cents per tree.....	70
Three applications of Fertilizer, one pound each.....	40
Labor and care.....	150
<hr/>	
Total .....	\$2,035



# WINTER HAVEN FLORIDA

Three applications of fertilizer, two pounds each.....\$	80	Second Year
Labor and care.....	150	
Total .....	230	
Three applications of fertilizer, three pounds each .....	120	Third Year
Labor and care .....	200	
Total .....	\$ 320	
Three applications of fertilizer, four pounds each .....	160	Fourth Year
Labor and care.....	250	
Total .....	\$ 410	
Three applications of fertilizer, five pounds each.....\$	200	Fifth Year
Labor and care .....	300	
Total .....	\$ 500	
GRAND TOTAL—FIVE YEARS.....	\$3,495	

At the end of the third year, some fruit will show up, but not enough to make it of commercial value. At the fourth year a box, or perhaps a box and a half, can be picked from each tree. This, under ordinary conditions, would pay the expense for that year. In the fifth year the crop will not only pay expenses, but will leave a very satisfactory surplus, and after that time the crop will increase in quantity and quality, and from \$500 to \$1,000 per acre net profit is a conservative estimate, and oftentimes the groves from which Klemm trees are budded have exceeded this many times. The better the care and cultivation, the better the results, but it must be realized that in the citrus fruit business, as in any other business, careful attention must be given to every detail, and intelligent management is as necessary here as anywhere else to insure success.

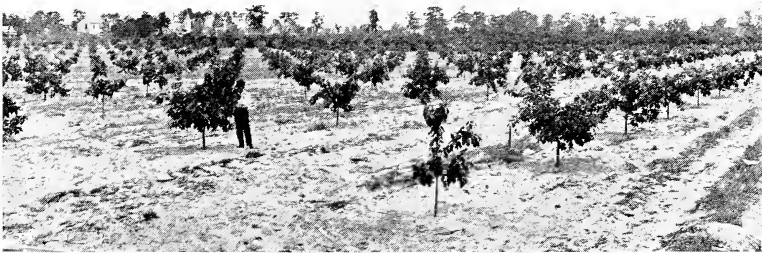
Returns  
to  
Expect



## MORE ABOUT OURSELVES

### Our Experience

Before going further, it would be well to consider who and what are behind the Winter Haven Nurseries. These nurseries are owned and operated by Mr. A. M. Klemm. This gentleman is a recognized authority on plant propagation. He was one of the foremost horticulturists in the nation years before he ever went into the nursery business, and was employed by the United States Government as foreman of their propagating gardens in Washington, D. C. Previous to that, Mr. Klemm spent the early years of his life studying horticulture and acquiring practical experience in Germany. On leaving the government service, Mr. Klemm decided to build up a nursery business in Florida and spend the rest of his days under balmy southern skies.



Fifteen-Month-Old Valencia Orange Grove, Winter Haven, Fla.

### Our Reputation Established

During the thirty-five years of his nursery experience in this State, Mr. Klemm has established for himself and his nurseries a reputation that is indeed to be envied. He has built up a splendid nursery business, never permitting it to reach such proportions that it could not be kept



under his personal control, or prevent his personal supervision of every operation in connection with the production of nursery stock. He numbers among his patrons many of the most successful citrus fruit growers in Florida, many themselves practical horticulturists, thoroughly familiar with citrus fruits and their culture, and these men, after carefully considering the nursery stock offered them by various concerns in the State, favored the Winter Haven Nurseries with their orders, because their experience and knowledge enabled them to appreciate the advantages of Klemm trees, to say nothing of the rigid guarantee that accompanies them.

**Experienced  
Growers Buy  
Klemm Trees**

Perhaps, the best known of these men is Mr. George Koplín, owner of the world-famed "Diamond K" grove of Winter Haven. So remarkable has been the success of this grove that the Curtis Publishing Company sent James H. Collins, one of their staff writers, to Winter Haven to write up the story of the "Diamond K" grove for the "Country Gentleman," but the most convincing fact in regard to this grove is that the grapefruit trees were furnished by A. M. Klemm fourteen years ago.

**Proven  
Results**

Other famous groves in the State which were planted with Klemm trees are the Heitman, Flowerce and Raymond groves in the Fort Myers section, while the bulk of the splendid groves in the vicinity of Winter Haven and Florence Villa are Klemm trees.

There is no mystery that veils the methods employed in the production of Winter Haven trees. Our nurseries at Winter Haven are always open to visitors and we appreciate every opportunity that is given to us to show our patrons and prospective patrons every step in connection with the production of our nursery stock. We especially urge intending purchasers to visit and inspect our parent groves and our

**Visitors  
Welcome**



budded stock, to note the careful attention given to even the most minor detail, to watch our packing, and note how tenderly and carefully we handle the trees in preparing them for shipment, and, remember that every stage of our nursery production, from the seed-bed to the car, is under the personal supervision of Mr. A. M. Klemm.

**Investigation  
a Simple  
Matter**

Those who take the trouble to investigate Winter Haven Nurseries and who inspect our operations, sooner or later develop into Winter Haven patrons, for what they see here is most convincing. Our nurseries and groves at Winter Haven cover approximately 260 acres. For twenty-five years Winter Haven Nurseries have been recognized as one of the leading business establishments at Winter Haven. We are known there and the prospective patron will find investigation a simple matter.

## **PRICES**

**Only a Few  
Varieties**

It has not been the policy of the Winter Haven Nurseries to give trade names to fruit trees, nor to announce and advertise them as something different. We propagate only those varieties that experience has taught us are the most practical and valuable for the Florida grower. We do not carry a large assortment of varieties, but those we do carry we endorse as the very best possible for cultivation in Florida. They are time and crop tested varieties of proven worth, and you will find them planted from one end of the citrus section of Florida to the other.

**Standard  
Prices**

We quote standard prices on our trees that are fair and reasonable and that give us a fair return for our investment and labor. Citrus trees of the first quality cannot be produced any cheaper than we produce them. If any nurseryman tells you that it can be done, you may take it for granted that in doing so he is sacrificing the quality of his trees. As stated before, we make a reasonable profit on our investment and





labor. This is all that we ask and all that we believe any man is entitled to, and while our prices are as low, and in some instances lower than those quoted by other concerns, it is not an indication that our stock is not equal or superior to other stock offered.

With us, the production of nursery stock is a business, and due to the fact that we thoroughly understand this business, we are enabled to keep down the cost of production without sacrificing the quality of our stock, which enables us to meet our competitors on any score.

Winter Haven Nurseries trees have won for themselves the highest honors and awards wherever exhibited. The famous Klemm Silver Cluster Grapefruit took the highest award at the St. Louis Exposition, at the Tampa Fair, and at the South Florida Mid-Winter Fair. In connection with this booklet is shown a photograph of the various medals and ribbons awarded to Klemm productions, won in an open field against all competitors. This in itself is a most convincing fact.

**We Meet  
Competition**

**The Reward  
of Merit**

## **DESCRIPTION OF VARIETIES**

### **Pomelo or Grapefruit**

Silver Cluster, "Klemm's," The famous Diamond G. Koplin grove of Winter Haven is planted with Klemm's Silver Cluster Grapefruit trees furnished by our nurseries. It has proven the hardiest of all varieties of grapefruit and has become a favorite and money-maker wherever planted.

**Klemm's  
Silver  
Cluster**

You will find Klemm's Silver Cluster Grapefruit in the finest groves and it has been endorsed by Florida's most successful growers. The size of the fruit is medium to large and in the standard box will pack 46 to 64. Color, light yellow. Form, flattened, base smooth, stem thick. Bitter principle well developed, acidity and sweetness



**A Favorite  
Variety**

well blended. The juice is almost transparent, quality is of the best and unsurpassed by any other grapefruit offered by the trade. A feature that makes the Silver Cluster Grapefruit a favorite among growers is that the fruit is ready for the holiday trade, giving it a double value from a marketing standpoint. Furthermore, it is an excellent keeper and will hang on the tree throughout the summer, improving in quality. The tree is very strong, a vigorous grower, and an early and heavy bearer, carrying fruit well throughout the season. The fruit is distributed throughout the tree.

Klemm's Silver Cluster Grapefruit received the highest award at the St. Louis Exposition and at the South Florida Fair in Tampa.

The parent tree from which we have propagated our stock was planted here twenty-eight years ago, and is still bearing heavy crops of the highest quality.

**A Splendid  
Endorsement**

Mr. G. W. Brackett, pomologist of the United States Department of Agriculture, Bureau of Plant Industry, pronounced this variety one of excellent quality and fine appearance. His testimonial follows:

**UNITED STATES DEPT. OF AGRICULTURE**

**Bureau of Plant Industry  
Pomological Collections**

Washington, D. C., June 6, 1910.

Mr. A. M. Klemm,  
Winter Haven, Florida:

Dear Sir:—

Your letter of May 17th and the box containing specimens of Klemm's Silver Cluster Grapefruit, or Pomelo, came duly. I have secured a very fine painting of this pomelo for placing on record in this office.

The Pomelo is of excellent quality and fine appearance, and I am much pleased with it. Thank you for your courtesy in sending it. Yours very truly,

G. W. BRACKETT, Pomologist.

*WINTER HAVEN FLORIDA*



Valencia Late Oranges



**Marsh**  
**Seedless**

This is another splendid variety that has found favor among many successful growers. Fruit is medium size and will pack 54 to 64 to the box. Slightly flattened in shape, having a very thin rind; bitter principle not strongly marked, practically seedless. Fruit very juicy and of splendid quality. Tree is a good, sturdy grower and steady bearer. This variety originated near Lakeland, Florida.

### **Oranges**

#### **EARLY VARIETIES**

**Parson**  
**Brown**

One of the leading early varieties. The fruit is ripe and sweet in October, even before colored. It is slightly oblong in shape, having a smooth, thin skin, and is an excellent shipper. The tree is very thorny, grows to a large size and is a prolific bearer.

**Ruby**  
**Blood**

An excellent early variety. Fruit is of medium size, nearly round; rind thin, but tough: pulp melting, rich and juicy. As the fruit ripens it becomes mottled and streaked with blood red. Often the entire pulp colors ruby red, a tinge of red showing through the skin. The tree is a good grower, thornless and is an early and prolific bearer.

#### **MID-SEASON VARIETIES**

**Pineapple**

A most excellent variety and pronounced the best orange grown in Florida. It has a splendid market value and there is a steady demand for it throughout the season. Fruit is of medium size, skin thin and tough; flesh juicy; flavor vinous, quality unsurpassed. It is an excellent shipper and keeps well on the tree; a most vigorous grower and an early, regular and heavy bearer. We do not hesitate to recommend this variety very highly for general planting.

### **Tangerines**

**Dancy**  
**Tangerine**

The best mid-season variety of the mandarin family or kid glove orange. Fruit is flattened with a thin aromatic skin of a deep, glossy red



color. The skin is easily detached from the pulp, which is very juicy, spicy and of excellent quality. Fruit is very showy. It makes an attractive appearance on the market, is constantly in demand and brings good prices. The tree is a good grower, thornless and very prolific.

#### LATE VARIETIES

An excellent late variety of superior quality equalled only by the Tardiff, with which it shares several characteristics. Fruit is of medium size, slightly oval, solid, heavy; light color. Skin rather thin and of strong texture. Flesh of deep and rich color; grain fine, firm and crisp; abundant juice, excellent flavor; the quality that suits the hot months. The tree is of fine, vigorous growth with few thorns. Regular and prolific bearer. Season's latest. Fruit maintaining its fine shipping qualities until summer.

**Valencia  
Late**

The best late variety. Fruit is of medium size, round or slightly oval, solid and heavy. Skin thin and tough; flesh very firm; flavor brisk and racy. Few seeds. The tree is a strong, spreading and vigorous grower, very prolific; has a distinct foliage and but few thorns. The fruit ripens in April and hangs on tree in good, marketable condition until summer. No other late orange has surpassed this variety.

**Hart's Late  
or  
Tardiff**

A late orange, very similar to Hart's Tardiff. It is said to hang on the tree longer than the Tardiff or Valencia Late. The variety originated at DeLand, Florida.

**Lue Gim  
Gong**

A Mandarin variety. Very large, flattened, with loose adhering rind and segments; like all Mandarin varieties. Color, orange red; skin rough, but general appearance fine; juicy, meaty. Its high and peculiar aromatic flavor very agreeable. Quality of the best. Tree upright, strong grower. Foliage dark and rich; an abundant bearer. Season, March, April and May. Keeps in good condition even later.

**King  
Orange**



### **Lemons**

Villa  
Franca

The best variety for Florida. Medium size; rind thin, smooth and sweet; juicy and of fine quality. Fruit one of the best and a good shipper. Tree is a vigorous grower; very productive; has few thorns.

### **Limes**

Tahiti  
Seedless

Fine, extra smooth skin, lemon-shaped, of good size. Will pack about 300 to the box. Requires no coloring; good keeper. Fruit ripens on the tree the year round, the heaviest bearing season being in the summer months, when there is the greatest demand for limes for the fountain trade.

There is a steady increase in the demand for limes on the part of northern markets, and a good lime grove is an excellent profit producer. The Tahiti Lime has but a trace of the pronounced flavor of the ordinary lime and is given preference in every market.

### **Kumquats**

Kin Kan  
of Japan

A small fruit about  $\frac{3}{4}$  to 1 inch in diameter and 1 to  $1\frac{1}{2}$  inches long. Used extensively for preserving or it may be eaten from the tree. Its peculiarity is the sweet skin and rather bitter flesh. The tree is a dwarf, never obtaining a very great growth. It has an attractive foliage and serves as a splendid ornamental wherever planted. There are a few kumquat groves planted on a commercial scale, but the bulk of these trees are planted for ornamental purposes only.

## **BEFORE YOU PURCHASE**

Winter  
Haven  
Nurseries  
Service

As it is only natural for the prospective purchaser of any product to be interested in the success others have met, before themselves becoming patrons, we will reproduce on the following pages testimonials of well-known growers who have planted trees from the Winter Haven Nurseries to their entire satisfaction.



## TESTIMONIALS

GEORGE E. KOPLIN

Grapefruit

Oranges



Winter Haven, Florida

Mr. A. M. Klemm,  
Winter Haven, Florida:  
My Dear Sir:—

March 4, 1910.

I know you will be interested in learning that the 24 Silver Cluster Grapefruit Trees I bought from you eight years ago are the finest trees in my grove. In their fifth year I picked from the 24 trees 60 boxes grapefruit, while in their seventh year (just passed) I picked 168 boxes of good, high-grade fruit from them, an average of seven boxes to a tree. They were healthy and vigorous from the start, and have shown remarkable growth.

Sincerely,

GEO. E. KOPLIN.

### THE QUARLES-LAIRD DEVELOPMENT CO.

St. Louis, Mo.

Mr. A. M. Klemm, Proprietor  
Winter Haven Nurseries,  
Winter Haven, Florida:  
My Dear Mr. Klemm:—

March 2, 1914.

Enclosed please find Quarles-Laird check for \$865.20, the amount of the two bills herewith. As far as we could see, the trees which you furnished us this year were fully as good as the last year's ones, and I have no doubt they will equal if not exceed the 1913 record.

I really believe that you will have reason to be proud of our grove some of these days, and in passing will say, "Those are every one my trees."

I certainly enjoyed my visit to Winter Haven and the looking through your nurseries and groves, and hope to see you again next year.

Yours sincerely, JOHN A. LAIRD.

Mr. A. M. Klemm,  
Winter Haven, Florida:  
My Dear Sir:—

Valrico, Florida, March 23, 1916.

The trees were received in due time, also eight Tardiffs, which I was not expecting. Many thanks for same. I wish to say to you all the trees you sent me this year are excellent, good size, straight and well packed, and we are well pleased with them.

I remain very sincerely yours, DR. J. H. HULL.

### THE BEAR'S HEAD FARM

Where First-Class Vegetable Plants Are Grown as a Specialty.

Introducers of the Famous Nancy Hall Sweet Potato

Mr. A. M. Klemm,  
Winter Haven, Florida:  
Dear Sir:—

Pine Castle, Fla., Feb. 23, 1914.

I am enclosing my check covering bill for 800 trees. They arrived O. K. They are all set out and I am well pleased with them. Thanking you for the Kumquats, and for the character of the trees you sent, I am very truly yours.  
P. M. SHANIBARGER.

# WINTER HAVEN NURSERIES

L. R. WOODS, President

T. N. WILSON, Vice Pres.

W. B. COARSEY, Secy & Treas.



RESULTS

OFFICES  
EIGHTH FLOOR  
CITIZENS BANK & TRUST CO BLDG  
MEMPHIS, TENN.

WE MIX ANY DESIRED FORMULA

## The Gulf Fertilizer Company

*Manufacturers of Fertilizers*  
*Importers of and Dealers in all Fertilizer Materials*

*Tampa, Florida 2/12/16.*

Mr. A. M. Klemm,  
Winter Haven, Fla.

Dear Mr. Klemm:

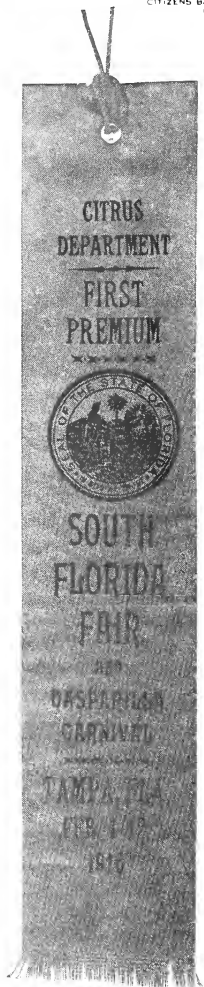
We know you will be pleased to learn that your box of Silver Cluster grape fruit proved to be 100% tying with a box sent in by -----  
The judges gave the Blue Ribbon to each and we have decided to divide the prize, and enclose herewith our check for \$5.00 as your portion, which we are sure will be satisfactory to you.  
You are certainly to be complimented on the quality of the fruit displayed.

Yours respectfully,

THE GULF FERTILIZER CO.

LRW G  
encls.

*L. Woods* Pres.





# WINTER HAVEN FLORIDA

L. R. WOODS, President

W. N. WILSON, Vice President

W. B. COARSEY, Secy & Treas



## The Gulf Fertilizer Company

*Manufacturers of Fertilizers*

*Importers of and Dealers in all Fertilizer Materials*

OFFICES  
EIGHTH FLOOR  
CITIZENS BANK & TRUST CO BLDG  
PHONE 1998

WE MIX ANY DESIRED FORMULA

*Tampa, Florida, 2/12/16.*

Mr. A. M. Klemm,  
Winter Haven, Fla.

Dear Mr. Klemm:

We rejoice with you in winning the Blue Ribbon and \$15.00 offered as first prize by our company for the best 15 nursery trees grown exclusively with the Gulf Brands. We enclose ribbon and check, which we will ask that you kindly acknowledge.

Just here we wish to thank you for the interest you took in this matter and the lovely display you made. We realize that you went to a lot of trouble and expense in making this exhibit, but we believe that it has been an excellent advertisement for you.

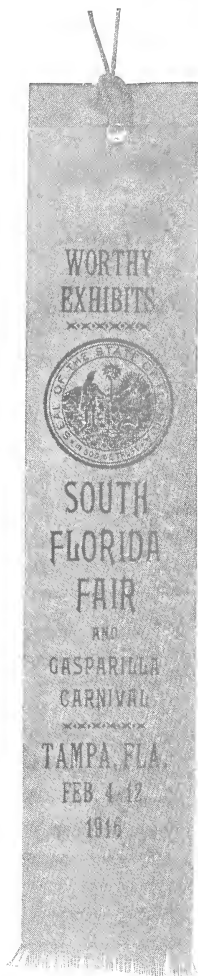
With kindest regards, we are,

Yours respectfully,

THE GULF FERTILIZER CO.

*L. R. Woods* Pres.

LRW G  
encls.





W G BROEIN,  
PRESIDENT

C H BROWN  
VICE PRES

C A MCKAY  
2ND VICE PRES

DR L A BIZE  
TREASURER



## South Florida Fair and Gasparilla Carnival

A L ALLEN, SECRETARY  
FEBRUARY 4TH TO 12TH 1916

TAMPA, FLORIDA      March      1916.

FIRST PRIZE

South Florida  
Mid-Winter  
Fair  
1916

Mr. A. M. Klemm, Proprietor  
Winter Haven Nurseries,  
Winter Haven, Florida.

Dear Sir:-

I am just in receipt of your  
letter of the 13th inst., and in reply  
beg to attach a Worthy Mention Ribbon for  
your display at the Fair.

Wishing you success, and trust-  
ing that you may be with us next year, beg  
to remain

Yours very truly,  
SOUTH FLA. FAIR & GASPARILLA CARNIVAL.

By G. L. Allen. Sec.

ALA-LD

# *The Gulf Fertilizers*

---

*Have been used exclusively on  
every tree grown by the Win-  
ter Haven Nurseries. We  
ask those buying these  
trees to continue the  
use of GULF  
BRANDS for  
best results.*

*What "STERLING" is to silver  
The "GULF BRANDS"  
are to fertilizer.*

*"Hardie" Power and hand SPRAYERS  
White Fly and Scale Destroyers  
also complete line of INSECTICIDES.*

WRITE FOR PARTICULARS

## *The Gulf Fertilizer Co.*

*8th Floor Citizens Bank Bldg.*

*TAMPA, FLORIDA*

# Price List

SEASON 1916-1917

## WINTER HAVEN NURSERIES

A. M. KLEMM, Proprietor

WINTER HAVEN, FLORIDA

### PRICE LIST ON TREES F. O. B. CAR

Budded to Rough Lemon, Grape Fruit and Sour Orange Stocks

Grade		10	100	1000
2 to 3 feet,	$\frac{3}{8}$ to $\frac{1}{2}$ inch.....	\$3.00	\$25.00	\$200.00
3 to 4 feet,	$\frac{1}{2}$ to $\frac{5}{8}$ inch.....	4.00	35.00	300.00
4 to 5 feet,	$\frac{5}{8}$ to $\frac{3}{4}$ inch.....	5.00	45.00	400.00
5 to 6 feet,	$\frac{3}{4}$ to 1 inch.....	6.00	55.00	500.00
5 to 7 feet,	$1\frac{1}{4}$ to $1\frac{1}{2}$ inch.....	7.00	65.00	600.00

Tangerines, Limes and Kumquats being of more slender growth will not caliper as large as above.

Orders for 500 Buds at 1000 rates.

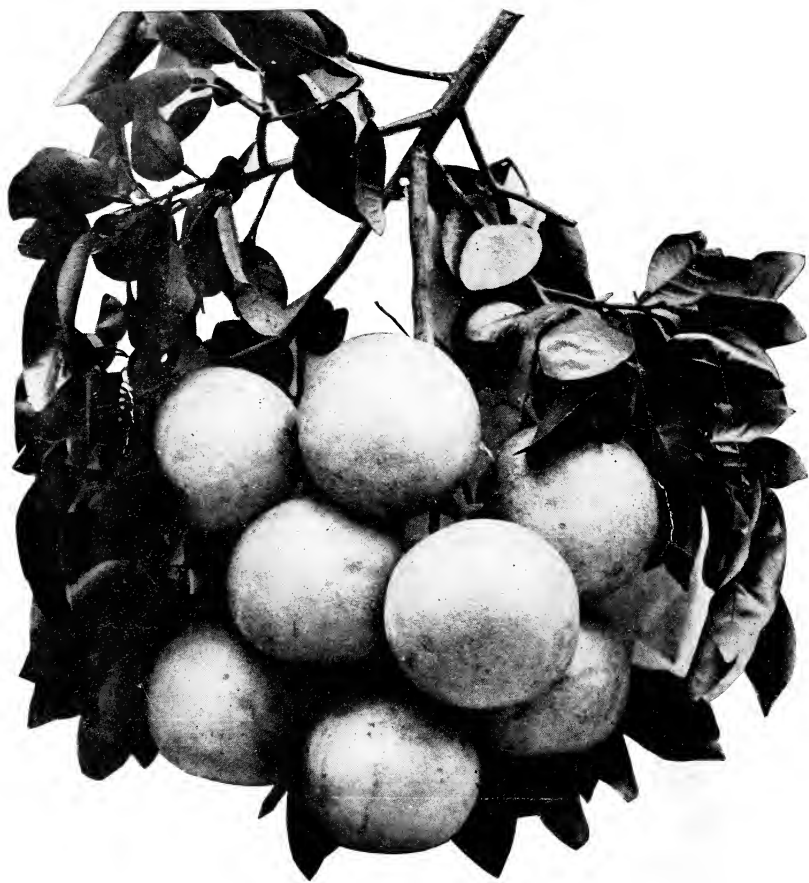
Orders for 1500 Buds at 10 per cent discount of 1000 rates.

Orders for 2500 Buds at 15 per cent discount of 1000 rates.

Club orders solicited and shipped to each individual if desired, thereby obtaining the benefit of quantity rate.

All shipments accompanied by a Certificate from the State Nursery Inspector and on our iron-clad guarantee.





**Klemm's Silver Cluster Grapefruit**